The WELL

Whole Earth Lectronic Link
27 Gate 5 Road, Sausalito, CA 94965-9976
415/332-6106 (modem); 415/332-4335 (voice)

February 27, 1991

To: WELL Board of Directors
From: Cliff Figallo
Subject: Upcoming board meeting and agenda

The next meeting of the Board of Directors of the Whole Earth Lectronic Link is scheduled for Saturday, April 20, 1991 at the offices of the WELL in Sausalito.

I have enclosed a copy of the minutes of the meeting of January 26 and a proposed agenda for the upcoming meeting. Please respond if the date does not work for you and feel free to let me know if you have any additions to the agenda.

Other materials, including an updated 1991 budget, will be sent to you prior to the meeting.

See you then,

Cliff

Cliff Figallo

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Minutes from the Board of Directors' Meeting of the Whole Earth Lectronic Link -- January 26, 1991

The meeting was held at the offices of the Whole Earth Review on Gate Five Road in Sausalito. The meeting was called to order at 9:30AM. Present were Board members Larry Brilliant, Kevin Kelly, Clifford Figallo, Michael Wilens, Stewart Brand and Elliot Fabric. Kelly Teevan was present as an observer and John Coate, Marketing Manager of the WELL came to present his Marketing Plan.

The minutes of the previous meeting were read and accepted.

The following resolutions were approved:

The Board tentatively approved the proposed budget for 1991 with the provision that adjustments were made in the personnel budget to reflect stepped additions to staff during the fiscal year. The budget will be revisited at the next meeting.

The Board approved payment of a quarterly bonus to Clifford Figallo in the amount of $1955.00, equal to 5% of net earnings before taxes and extraordinary items for the fourth quarter of 1990.

The Board approved the proposed expenditures as presented in the Marketing Plan for the period from January 1 through March 31, 1991.

The Board authorized Clifford Figallo to proceed with actions necessary to connect the WELL to the Internet.

The meeting was adjourned at 1PM.

Cliff Figallo

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To: WELL Board
From: C. Figallo

Date: Tuesday, January 9, 1991

Subject: **Proposed Agenda for Board Meeting of April 20, 1991**

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1. Time and Place of the Meeting

A meeting of The WELL Board of Directors is scheduled for 20 April, 1991 at 9AM (PDT) at The WELL's offices.

2. Objectives for This Meeting

The overall purpose for this particular meeting is summarized in the following list of objectives (in priority order):

- O1 Review and approve first quarter performance.
- O2 Review and approve marketing and sales plan including projected expenditures.
- O3 Review ammended budget for 1991
- O4 Review and discuss **Internet** connection for WELL
- O5 Approve Cliff's bonus for first quarter
- O6 Discuss additional employee benefits
- O7 Review buyout situation and Texlink proposal.

3. Agenda

The proposed agenda is below:

Time	Who	Item
9:00	mew	Call meeting to order
9:05	"	Review and accept agenda
9:10	"	Review and accept minutes from previous meeting
		Financial Review
9:15	cf	Presentation of first quarter financials and discussion of variance and changes from approved budget. Comparison with 1990 figures.

9:45	cf	Presentation of ammended budget of 1991 for discussion and approval.
10:30	mew	Review of NETI Status and update on buyout discussions.
		Internet Progress and Partnership Proposal from Texas
10:45	cf	Description situation regarding possible Internet connection. JUNE 15 HOOK UP.
11:15	"	Presentation of proposal from Austin Texas for WELL cooperation/partnership/equity in new regional teleconferencing venture.
		Marketing and Sales Plans
11:45	jc	Presentation and discussion of marketing presentation and marketing plans and budget.
		Future Directions
12:45	cf	Discussion of TexLink offer of part ownership to WELL.
1:00	mew	Adjournment

4. Specific Resolutions to Be Considered

The following resolutions will be considered during this meeting.

A. The Board of Directors approves the ammended budget for 1991.

B. The Board of Directors authorizes payment of a quarterly bonus to Cliff Figallo in the amount of 5% of net earnings before taxes and extraordinary items for the first quarter.

C. The Board of Directors authorizes proposed expenditures over the period from 1 April to 30 June, 1991 to implement the Marketing and Sales plan as presented and amended during this meeting.

D. The Board of Directors authorizes the proposed expenses necessary to connect the WELL to the Internet.

E. The Board of Directors authorizes Clifford to pursue possible partnership or equity arrangement with Texlink.